

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

US Department of Commerce
US & FCS- Baltimore USEAC

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“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>



July 2006 NEWSLETTER

Edited by Kristin Gormus

U.S. DEPARTMENT OF COMMERCE ORGANIZES TRADE MISSION TO INDIA



Are you Ready for India?

India, the world's fastest growing free-market democracy, presents lucrative opportunities for all types of businesses - especially U.S. companies. In 2005, U.S. merchandise exports to India were almost \$8 billion, doubled since 2002.

U.S. companies have the chance to make or increase sales in this booming market by joining the U.S. Department of Commerce's International Trade Administration Business Development Mission to India. **Under Secretary for International Trade Franklin L. Lavin** will lead the Mission with coordination by the U.S. Commercial Service in the United States and India. [Register now to apply.](#)

An Incredible Business Opportunity

Start your exploration of India's booming market by participating in the Mumbai Business Summit. Continue your business search by joining one of six spin-off business matchmaking missions to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai, or New Delhi.

The Mumbai Business Summit

November 29-30, 2006- Summit participants will have access to India's high-level business, industry, and government representatives and opportunities to gain insights into the country's trade and investment climate during strategic breakout sessions.

Six Exciting Cities, Endless Business Opportunities

December 4-5, 2006- Narrow your focus and get serious about India by continuing on to Bangalore, Kolkata, Chennai, Hyderabad, Mumbai*, or New Delhi. The U.S. Commercial Service will arrange market briefings, networking receptions, and one-on-one business appointments with prospective agents, distributors, partners, and end-users for each U.S. company.

Choose to register for the summit and a spin-off mission, just the summit, or just a spin-off mission.

*Summit attendees participating in one of the six spin-off missions may also request one day of business appointments in Mumbai on December 1 before continuing to another city for over the weekend for the spin-off missions on December 4-5.

Who Should Participate

U.S. Companies and individuals committed to making sales and business contacts in India.

Price

Mumbai Business Summit: \$500 (possible other conference fees may be applied)

Spin-off mission 12/4-5: \$1,600

One-day mission in Mumbai on 12/1: \$900

The one-day in Mumbai allows Summit attendees to have meetings arranged in Mumbai while not interfering with the spin-off mission to another city.

Don't miss this tremendous business opportunity.

[Complete the form](#) to express your interest in the trade mission. All interested parties will be contacted with further details about participating.

Questions?

Call 800-USA-TRADE, option 21

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中国美国商会

The American Chamber of Commerce
People's Republic of China

"WHAT CAN THE CHINA BIC DO FOR ME AND MY CLIENTS?"

There are always difficulties in pursuing the China market and client's questions are not usually easy. With a busy post, why not tap local knowledge and get the answers fast? Here's how we might **Help you Guide Clients Doing Business with China...**

- Answer complicated China export questions
- Provide Presentation ready materials
- Put you in direct touch with China experts
- Organize Briefings, Roundtables, Seminars and more
- Support China-focused Webinars
- Steer you to answers on the China BIC website- It's a wealth of information!

China offers enormous opportunities for U.S. companies and particularly for small- and medium-sized enterprises. Since joining the WTO in 2001, China has opened markets, cut or eliminated tariffs, and seen consumer-spending skyrocket. China is not only a key destination for outsourcing, but also the fastest growing market for U.S. goods.

Helpful to know: Many useful publications, videos and other services are available through the American Chambers of Commerce in China. The Beijing AmCham has ramped up its services to SMEs offering free 'how to videos' on-line on topics such as writing contracts, finding office space, among other services. I attach a letter from the President with details.

Your China BIC Team:

Kellie Holloway Jarman	(503)-326-3002
Jim Mathews	(202)-482-3787
Heather Tomasetti	(202)-482-3487

RETAIL BRAZIL

Explore your sales potential in Brazil!
Discover new sales opportunities in a dynamic market!

Consider the Brazilian Region:

Brazil's 182 million people make it the 5th largest country in the world and its \$605 billion GDP make it the world's 12th largest market. The United States is Brazil's largest trading partner. Don't miss on the opportunities Retail Brazil offers your business.

The U.S. Commercial Service is pleased to announce a retail promotion initiative for United States exporters wishing to test their products in the Brazilian marketplace or increase market share. Over the next year the U.S. Commercial Service will execute a series of in-store promotions and other events with major Brazilian retailers to launch United States products and test the viability of these products in that growing market. With 180 million consumers, Brazil represents a huge potential market for a variety of retail goods from the United States.

Key Industries:

- Apparel
- Cosmetics
- Food Products
- House wares
- High-end electronics
- Office Supplies
- Pet Supplies
- Sporting Goods
- Toys



To participate:

Register to participate in the program and pay a participation fee of \$500. For more information, contact William Davis at william.davis@mail.doc.gov or Delia Valdivia at: delia.valdivia@mail.doc.gov

Don't miss the opportunities Retail Brazil offers your business! Register today!

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COME SAIL AWAY TO ANNAPOLIS

Explore Annapolis and Anne Arundel County, Maryland—America's Sailing Capital. Known best for the Chesapeake Bay, the U.S. Naval Academy, tasty steamed crabs and crab cakes; Annapolis is one of Maryland's most prized tourist destinations.



You'll discover a treasure trove of historic attractions in Annapolis, an 18th-century seaport town where Colonial-era buildings are still around. In your travels, experience the awesome sight of 4,000 midshipmen in formation at the U.S. Naval Academy as you stroll the beautiful National Historic Landmark campus. And, if you're a water and nature lover, discover the Bay by exploring 500 miles of magnificent shoreline and historic Chesapeake Bay lighthouses. If shopping is your thing, the options are endless. Check out the one-of-a-kind boutiques in downtown Annapolis or Arundel Mills, one of the largest malls in the country!

Visiting Annapolis

One of the best ways to see a city is through a guided tour. In Annapolis you can choose between a historic walking tour, a guided trolley tour, a sailing experience, a carriage ride, a ghost tour, a boat cruise and many more. If you choose to participate in a walking tour, I would recommend the very charming Squire Fred! For more information on Annapolis tours and Squire Fred, check out: Watermark Tour Guides at: <http://www.watermarktours.com>.

The Baltimore USEAC was given the opportunity to showcase Maryland at its finest to visiting tourism specialists through a guided tour of Annapolis. Visiting officers included Jane Zoutendijk from Amsterdam, Jane Kitson from Russia and Bryan Larson, who will soon be stationed in Beijing, China. The Familiarization Tour was organized by Joyce Baki and Andrew Heidt of the Annapolis and Anne Arundel County Visitors Bureau. The Visitors Bureau is the best resource for all visitors and travelers who want to experience the charm of Annapolis and its surrounding areas.

For More Information Contact:

Annapolis Visitors Bureau
www.visitannapolis.org
Joyce Baki, Director of Sales
jbaki@visitannapolis.org
1-888-302-2852



Baltimore USEAC visits Annapolis with FTS Officers
From Left: Jolanta Coffey, Jane Kitson, Squire Fred Taylor, Jane Zoutendijk, Kristin Gormus, Bryan Larson, Andrew Heidt and Chris Mensi

Exploring Our Heritage

Annapolis and Anne Arundel County is rich with American and maritime history. Here are some interesting choices to consider when preparing to visit:

- Maryland's State House
- Great Houses of Annapolis (William Paca & Hammond Harwood House)
- The Maryland Inn
- U.S. Naval Academy
- African American History Tours
- History Quest

Dining

The local fare in Annapolis is deliciously seasoned with the flavors of the Chesapeake Bay. Savor Annapolis' world-renowned crab cakes and steamed crabs waterside. Some great seafood choices for downtown include Phillips Seafood Restaurant and Pusser's Caribbean Grille. If fine dining suits you best, try some creative cuisine from Aqua Terra or treat yourself to a lavish meal at Harry Browne's which is located on State Circle.

Don't worry; there are plenty of pubs, bars, cafes and gourmet seafood restaurants to choose from, especially if you like a friendly Irish atmosphere! A few good choices are Mc Garvey's, Griffin's, Galway Bay and Middleton Tavern where you will be sure to find great food and a vast drink selection.

Come Visit!

Whether you are traveling for fun, planning a meeting or special event, you will find a unique range of attractions, history, accommodations, outdoor activities, dining and shopping guaranteed to please everyone.

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MARKET OF THE MONTH: INDIA

BUSINESS SERVICE PROVIDER SPOTLIGHT

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is the “Other Business Services” category. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>

Other Business Services

McGraw Hill CONSTRUCTION

McGraw-Hill Construction connects people, projects and products across the design and construction industry. Backed by the power of Dodge, Sweets, Architectural Record, Engineering News-Record, and our Regional Publications, McGraw-Hill Construction serves more than one million professionals within the \$4.0 trillion global construction community. The newly launched McGraw-Hill Construction Network for Product created a product marketplace that allows McGraw-Hill Construction to connect architectural, engineering and contracting professionals, residential builders and remodelers, owners and facility professionals to building product manufacturers and their representatives globally. The Network for Product offers more than 61,300 products from more than 10,000 building product manufacturers and reaches more than 500,000 end users—87% of whom consider it their primary resource for product information.

Architectural Record launched China edition in 2005. It is published three times a year introducing projects and architects from all over the world to readers in China as well as reporting on new projects, trends and events in China. In April 2003, McGraw-Hill Construction became the sole agent representing North American building product manufacturers to place product information in CBS Handbook. The Handbook is published by China Building Standard Design & Research Institute (“CBS”). This alliance helps US building product manufacturers sell their products in China. McGraw-Hill Construction organized two Global Construction Summit in Beijing in 2004 and 2006 respectively. The summit facilitated a deeper understanding of the global construction industry and a stronger network among the construction professionals.

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The Indian market and its one billion plus population, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment. In recent times, the declining value of the dollar, vis-à-vis competitors' currencies, is expanding and accelerating these opportunities. India's infrastructure, transportation, energy, environmental, health care, high-tech, and defense sector requirements for equipment and services will exceed tens of billions of dollars in the mid-term as the Indian economy globalizes and expands. India's GDP, currently growing at around 7 percent, makes it one of the fastest growing economies in the world. Construction of nearly everything from airports to container ports to teleports is setting the stage to remake India.

Key Economic Indicators:

- **GDP:** \$691 billion
- **Growth:** Estimated 7-8 percent or higher in 2005-06; 7 percent in 2004-05
- **Breakdown:** Services equal 50 percent of the GDP; industry and agriculture equal 50 percent
- **Ranking:** 10th largest economy in the world and one of its fastest growing; fourth largest in purchasing-power parity terms
- **Per capita income:** \$640 in 2004-05, (almost double the figure of two decades ago). Of the 1.1 billion people, 39 percent live on less than \$1 per day
- **Purchasing power:** In 2005, approximately 170-300 million people had growing purchasing power, thus creating a growing middle-class consumer population
- **Youth Power:** Over 58 percent of the Indian population is under the age of 20. That is over 564 million people, nearly twice the total population of the United States

India At a Glance

- **Population:** 1.1 billion (Urban population - 28.4 percent)
- **Retail Mkt. Size:** \$286 billion (only 3.9 percent is organized retail). Retail trade is booming in the country due to increasing disposable incomes of middle and upper middle class

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- **Growth of Malls:** 375 shopping malls by 2007 from 25 in 2003; Estimated space: 90 million sq.ft.
- **Growing Middle-class:** 300 million and estimated to be growing at 5 percent annually
- **Did you know that India.....**
 - is the world's second largest small car market
 - is one of only three countries that makes its own supercomputers
 - is one of six countries that launches its own satellites; one hundred of the Fortune 500 have R & D facilities in India
 - has the second largest group of software developers after the U.S.
 - lists 5,000 companies on the Bombay Stock Exchange; only the NYSE has more
 - is the world's largest producer of milk, and second largest producer of food, including fruits and vegetables

Doing Business in India



The Indo-U.S. relationship is in the midst of a remarkable transformation. The two countries, politically and economically distant for much of the late twentieth century, now find their national interests converging at many points. Indian tariffs have been reduced progressively since the early 1990's. Tariffs and poor infrastructure present the biggest obstacles to foreign investment and growth, but India's infrastructure requirements also present trade and investment opportunities for American companies. Key factors to doing business successfully in India include: finding good partners who have knowledge of the local market and procedural issues; good planning; aggressive due diligence and follow up; and patience and commitment.

The U.S. Commercial Service in India offers customized solutions to help your business enter and succeed in the Indian market. Our India-wide network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the Best Markets
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services

Click [here](#) to learn more about our services available for U.S. companies.

Have your company listed on our website through our [Featured U.S. Exporters program](#).

Market Entry Strategy

- **Finding [partners and agents](#):**⁵ New businesses must address issues of sales channels, distribution and marketing practices, pricing and labeling and protection of intellectual property. Relationships and personal meetings with the potential agents are extremely important. [Due diligence](#)⁶ is strongly recommended.
- **Geographic diversity:** U.S. companies, particularly small and medium-sized enterprises, should consider approaching India's market on a local level. Good localized information is a key to success in such a large and diverse country. [U.S. Commercial Service posts](#)⁷ in [New Delhi](#)⁸, [Mumbai](#)⁹, [Chennai](#)¹⁰, [Ahmedabad](#)¹¹, [Bangalore](#)¹², [Hyderabad](#)¹³, and [Calcutta](#)¹⁴ provide indispensable local information and advice and are well plugged in with local business and economic leaders. Often multiple agents are required to serve each geographic market in the country.
- **Market entry options:** Options include using a subsidiary relationship, a joint venture with an Indian partner, or using a liaison, project, or branch office.

Best Prospects



Ranked on the basis of estimated Indian imports from the U.S. for 2005, the best prospect sectors for U.S. exports are:

- Airport & Ground Handling
- Computer and Peripherals
- Education Services
- Electrical Power Generation, Transmission & Distribution Equipment
- Food Processing & Cold Storage Equipment
- Machine Tools
- Medical Equipment
- Mining & Mineral Processing Equipment
- Oil & Gas Field Machinery

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- Pollution Control Equipment
- Safety and Security Equipment
- Telecommunication Equipment
- Textile Machinery
- Water

For more information on each of the current best prospect sectors, refer to Leading Sectors for U.S. Exports of the [India Country Commercial Guide](#)¹⁶. The most promising investment opportunities exist in healthcare services, retailing and biotechnology.

Market Research

For market research reports on Indian industry sectors, visit our Market Research library at:

<http://www.export.gov/marketresearch.html>

U.S. – India Trade

Imports from India in 2005 totaled \$18.81 billion, a 20.8 percent increase from the previous year

- **Total Trade:** Total bilateral trade in 2005 was \$26.77 billion
- **U.S. Exports to India** in 2005 increased to \$7.96 billion, a 30.3 percent increase from the previous year

U.S. Commercial Service

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Trade Events, Workshops, and Seminars

For information on these and other events not listed, or if you would like your event listed, contact the Baltimore

USEAC at 410-962-4539.

International

Security 2006 Conference & Exhibition

August 29-31, 2006
Sydney, Australia

Now entering its 21st year, Security 2006 is Australia's premier security industry event, offering a unique platform to target a highly qualified audience of security professionals. Security 2006 provides the right people, the right products and the right mix of events, from a world-class conference

program, an extensive exhibition, special industry briefings, a cocktail reception and an industry awards dinner.

The U.S. Commercial Service invites your company to join a U.S. promotion in order to participate in our services to U.S. exhibitors and build your profile in the Australian market at Security 2006. Whether you are seeking new sales or testing the market, we can help your business meet its objectives for the Australian market.

Access Eastern Mediterranean (AEM) Program

To be launched on September 1, 2006

Egypt, Israel, Jordan, Lebanon, Morocco, Turkey and West Bank

For more information, visit:

<http://www.buyusa.gov/easternmed/ict06.html>

The U.S. Commercial Service at the American Embassies wants to U.S. ICT companies to participate in the Access Eastern Mediterranean (AEM) program. The AEM is a good tool to explore sales opportunities in seven markets. Online registration is currently available.

Green Building & Sustainable Design U.S.- Canada A/E Partnering Seminar

September 18-20, 2006

Toronto & Vancouver, Canada

Contact: Rita Patlan, Rita.Patlan@mail.doc.gov

For more information, visit:

<http://www.buyusa.gov/canada/en/uscdaaepartneringseminar.html>

The U.S. Commercial Service of the U.S. Consulate General in Vancouver and in Toronto invites qualified U.S. architectural firms to participate in the first-ever two-city stop “U.S.-Canada Architectural/Engineering (A/E) Partnering Seminar.

Take advantage of this unique opportunity to make a presentation to Canadian architectural firms in Toronto and Vancouver on how your company's *Leadership in Energy and Environmental Design* (LEED®) or sustainable architectural projects will enhance the Canadian landscape. Network with Canadian architectural colleagues and explore business partnerships with Canadian firms in order to pursue projects in Canada, the United States and in international markets. Let the U.S. Commercial Service help your firm present your company's excellence in design and/or overall achievements and expertise in LEED® and/or sustainable design to Canadian architectural firms.

DON'T DELAY, REGISTER NOW! SECURE YOUR PARTICIPATION IN THIS EXCLUSIVE EVENT, AS PARTICIPATION IS LIMITED TO TEN COMPANIES.

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Natural Products Expo Japan

September 21-23, 2006

Tokyo, Japan

Contacts:

Asia & Europe, Ms. Yvonne Chang ychang@penton.com

North America, Ms. Kristen Seldon kseldon@newhope.com

For more information, visit:

<http://www.naturalproductsjapan.com/>

This year, two world-class tradeshow producers of the Natural and Organic Products Industry join forces with Japan's largest Functional Food trade publisher and the oldest Natural Food Association to form an unprecedented partnership. Together, they will produce a triple conjoined trade exhibition focused on Natural Products, Organic Food, Health, and the Functional Products Industry of Japan.

This is the only professional trade event in Japan showcasing the latest in Natural Products, Health, Personal Care, Supplements and Nutrition. Natural Products Expo Japan will present the emergent natural and nutrition industries of Japan to a world of buyers and sellers. Organized by New Hope Natural Media and Health Business Magazine.

Security

October 10, 2006 – October 13, 2006

Essen, Germany

Security is held in Germany every other year and is considered the largest and most comprehensive international trade fair in the world on security products, equipment and services. Surveys say that 40% of participants come with definite investment intentions. In 2004, Security had over 900 exhibitors from 39 countries.

12th Annual AAAE/IAAE Central Europe/U.S. Airport Issues Conference

October 24-26, 2006

Dubrovnik, Croatia

For more information, visit:

<http://www.buyusa.gov/austria/en/airportconference.html>

Cosponsored by the U.S. Commercial Service and the U.S. Trade and Development Agency. This year's conference offers you the unique opportunity to hear first-hand about priority airport modernization and expansion projects, with financing approved, at tier two airports throughout this fascinating region! Representatives of the implementing agencies will present selected projects in detail to conference participants. After the presentations, one on one meetings between U.S. supplier companies and the project implementing agencies are planned.

U.S. Maritime and Industrial Security Seminar and Exhibition

November 6-8, 2006

Montreal and Halifax, Canada

U.S. companies specializing in border, port and commercial security that are interested in developing sales in Canada's rapidly changing security market should participate in the U.S. Maritime and Industrial Security Exhibition.

Following a successful 2005 event, U.S. security companies are invited to showcase and make a presentation to representatives of Canadian provincial, municipal governmental agencies, distributors and end users of security technology on how their product or service could influence the way security issues are managed in Canada and the United States. The goal for this two-stop event will be to meet and establish business relationships with key contacts in the maritime and industrial sectors in Montreal and Halifax

China/Supply Expo China 2006- In Conjunction with China International Nutrition Health Industry Expo Shanghai 2006

November 9-12, 2006

Shanghai, China

Contacts:

Asia & Europe, Ms. Yvonne Chang ychang@penton.com

North America, Ms. Kristen Seldon kseldon@newhope.com

For more information, visit:

<http://www.naturalproductschina.com/>

Featuring every category in the natural, health and organic industry, Natural Products Expo China delivers thousands of new products from the best companies to a growing international audience.

With functional food sales reaching RMB360 million and nutrition supplements sales topping RMB3.63 billion in 2005, retailers, brokers and distributors are responding to customers' needs and looking for the best-selling products, the next big trend, and the latest industry information. Even if you have an established brand, this is the time to capture your share of this dynamic market.

Natural Products Expo China is part of the China International Nutritional Health Expo. The holding of this Nutritional Health Expo is aimed to deliver thousands of visitors – national, regional and international, who come to stock their entire stores or to add natural and organic lines to their existing grocery, specialty, fitness, spa, gift or food service business.

The most effective emerging markets is to present your company and your products at Natural Products Expo China / Supply Expo China.

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Aerospace Trade Mission To Netherlands and Belgium

November 13-16, 2006

For more information, visit:

www.buyusa.gov/netherlands/en/aerospace.html

The U.S. Commercial Service along with the Office of Defense Cooperation will be hosting this upcoming Aerospace Trade Mission to the Netherlands and Belgium. This event will open up a vast market. Combined defense expenditures for these two countries totals over \$10.9 billion. This trade mission serves to help companies start business in The Netherlands and Belgium.

MEDICA 2006

November 15-18, 2006

Dusseldorf, Germany

Contact: Jennifer Loffredo, Jennifer.Loffredo@mail.doc.gov

For more information, visit:

http://www.buyusa.gov/eme/medica_ceo.html

MEDICA 2006 is the largest and most prestigious medical technology show in the world, with over 4,000 exhibitors, and over 134,000 international visitors. Regular exhibit space is always at a premium and companies often struggle to stand out among thousands of companies.

The US Commercial Service's CEO program is your alternative to booth space. Our CEO Program is a cost-effective way to promote your company in more than 32 European countries. You will attend the MEDICA Trade Show with all the benefits of a booth space, but without the expense and difficulty of set-up.

The Corporate Executive Office (CEO) at MEDICA 2006 provides the ideal opportunity to:

- Showcase your product to over 136,000 "trade only" visitors from 85 countries.
- Expand your business to Europe and the world.
- Meet the finest partners, agents, distributors and customers from the 4,300 exhibitors.
- Strike business deals without the expense of an exhibition booth.

The participation fee for the CEO program is **just \$4,200.00 for four full days**. Fees do not include travel costs.

IDEAS 2006

Karachi, Pakistan

November 21-24, 2006

For more information, visit: www.ideaspakistan.com

The 4th International Defense Exhibition and Seminar will be held in Karachi, Pakistan this year. The theme for this year's event is Arms For Peace and will include demonstrations of

vehicles, equipment, and firepower etc. 59 countries will be represented and there will be exhibits for safety equipment, military transport vehicles, ammunition and defense systems.

Business Development Mission to India

November 29 - December 5, 2006

Find out more and register at:

<http://www.export.gov/indiamission/>

India, the world's fastest growing free-market democracy, presents lucrative opportunities for all types of businesses - especially U.S. companies. In 2005, U.S. merchandise exports to India were almost \$8 billion, doubled since 2002.

U.S. companies have the chance to make or increase sales in this booming market by joining the U.S. Department of Commerce's International Trade Administration Business Development Mission to India. Under Secretary for International Trade Franklin L. Lavin will lead the Mission with coordination by the U.S. Commercial Service in the United States and India.

European Union:

WEEE Environmental Directive Recovery, Reuse, and Recycling Targets

Into Effect December 1, 2006

As of August 13, 2005 enforcement of the WEEE (Waste Electrical and Electronic Equipment) Directive began, however not all EU countries have fully implemented WEEE. Recovery, re-use and recycling targets go into effect December 31, 2006. For more information on the WEEE directive, including country-by-country WEEE implementation information, please visit the [U.S. Commercial Service website](http://www.uscommercial.gov).

Airport, Port and Transport Security Show 2006

December 5, 2006 – December 6, 2006

London, United Kingdom

This trade show is for companies who supply products for homeland security type markets. The main attendees at APTS are senior executives from airports, airlines, ports, police security and transportation companies. In 2005, there were over 1500 attendees from 27 countries. The show is co-located with three other shows: Event & Venue Security (EVS), Counter Terror World, and Infra-Security.

LAAD 2007

April 17, 2007 – April 20, 2007

Rio de Janeiro, Brazil

For more information please visit: <http://www.laadexpo.com/>

This year marks the 10th anniversary for the Latin American Aero and Defense Expo. This year's expo will focus on defense, homeland security, commercial aviation and helicopter aviation. This is the largest and most important event for the armed forces of Latin America.

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Natural Products Expo Asia 2007

June 28-30, 2007

Hong Kong, China

Contact:

Asia & Europe, Ms. Yvonne Chang ychang@penton.com

North America, Ms. Kristen Seldon kseldon@newhope.com

For more information, visit:

<http://www.naturalproductsasia.com/>

Natural Products Expo Asia 2005 attracted 7,202 attendees from 31 countries around the world to attend the Show. The fact that almost half of our attendees traveling more than 10 hours to attend the event speak to the quality of the event itself and to the business opportunities it represents. As a gateway into Chinese and Asian markets, Expo Asia surely provided an ideal platform for exhibitors and buyers around the world to meet potential business partners.

Alexander Amdur

Commercial Officer

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Building Products & Equip., Energy,
Agriculture & Food Products

Bill Burwell

Director

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Education and Training Services

Kimberly Robinson

Trade Reference Assistant

General Information & Special
Projects

Jeanne Townsend

*Senior International Trade
Specialist*

Healthcare Technologies,
Biotechnology & Sporting Goods

Patrick E. Tunison

*Chief International Lending
Officer*

U.S. Small Business
Administration, Office of
International Trade

Call us today! 410-962-4539

<http://www.buyusa.gov/baltimore>